

# Current Starts 'vs' Closing Trends

## Coastal Alabama and Florida Panhandle (8-County Market)

Area in County	MG Area	Permits Projected for Current 12 Months	Field-counted Closings for Last 12 Months ***	Yearly Permits Versus Closings Counted	Current Total Homes Under Construction	Current Not Sold Homes Projected Inventory	Preferable Inventory Range	Field-counted Closings in Our Previous 12 Months Report	Current Developed Lot Inventory
<b>Escambia County</b>									
South of US 98	17	142	142	145	102	28 - 36	133	925	
Central West	18	75	75	60	41	15 - 19	73	1,023	
Central East	19	43	43	29	10	9 - 11	47	302	
North of I-10	20	222	222	104	67	44 - 56	204	1,863	
<b>Escambia Total</b>	<b>639</b>	<b>482</b>	<b>+157</b>	<b>338</b>	<b>221</b>	<b>96 - 121</b>	<b>457</b>	<b>4,113</b>	
<b>Gulf County</b>									
Beach Side	21	24	24	75	57	5 - 6	25	1,252	
Weva	22	10	10	4	3	2 - 3	9	604	
<b>Gulf Total</b>	<b>36</b>	<b>34</b>	<b>+2</b>	<b>79</b>	<b>60</b>	<b>7 - 9</b>	<b>34</b>	<b>1,856</b>	
<b>Okaloosa County</b>									
Crestview	23	287	287	167	99	57 - 72	219	2,919	
Niceville	24	19	19	24	6	4 - 5	15	302	
Fort Walton Beach	25	69	69	60	37	14 - 17	89	170	
Destin	26	35	35	20	8	7 - 9	36	209	
<b>Okaloosa Total</b>	<b>407</b>	<b>410</b>	<b>-3</b>	<b>271</b>	<b>149</b>	<b>82 - 103</b>	<b>359</b>	<b>3,600</b>	
<b>Santa Rosa County</b>									
Navarre	27	225	225	192	119	45 - 56	221	1,277	
Milton/Bagdad/Pace	28	151	151	153	70	30 - 38	135	2,314	
North	29	21	21	16	7	4 - 5	16	581	
<b>Santa Rosa Total</b>	<b>650</b>	<b>397</b>	<b>+253</b>	<b>361</b>	<b>196</b>	<b>79 - 99</b>	<b>372</b>	<b>4,172</b>	
<b>Walton County</b>									
Gulf Side	30	216	216	234	138	43 - 54	181	3,745	
Bay Side	31	45	45	26	13	9 - 11	55	2,128	
Beport/DeFuniak Spr	32	89	89	101	64	18 - 22	93	2,487	
<b>Walton Total</b>	<b>253</b>	<b>350</b>	<b>-97</b>	<b>361</b>	<b>215</b>	<b>70 - 88</b>	<b>329</b>	<b>8,360</b>	
<b>8-County Total</b>	<b>4,160</b>	<b>4,055</b>	<b>105</b>	<b>5,260</b>	<b>3,373</b>	<b>811 - 1014</b>	<b>4,049</b>	<b>43,172</b>	

Note: We are currently tracking 1632 subdivisions. In the last 12 months these sites produced 4055 closings by our site count method.

However, 3819 permits have been issued in the last 12 months. Some of these never get built, some are for replacing homes torn down or burned down, and some are for homes built out in the country on odd lots or in older nearby built-out sites.

\*\*\* Field-counted closings represent all new homes occupied in the last 12 months including active, builtout and newly-started sites.

